

2019 Budget Summary

Approved Budget 11/16/18

Income

	2017 Approved Budget (4/17 version)	2017 Actual	2018 Approved Budget	2018 Projected Year End	2019 Budget	Variance 2018 Approved to 2019 Proposed
Earned Revenue						
Ticket Sales ¹	4,320,802	\$3,945,849	\$3,975,281	\$3,758,527	4,428,390	453,110
Other Admissions ²			\$39,050	\$31,046	34,400	(4,650)
Education ³			\$157,185	\$143,682	149,000	(8,185)
Retail ⁴			\$115,805	\$105,601	116,000	195
Advertising ⁵			\$19,050	\$26,150	20,000	950
Fees ⁶			\$10,000	\$18,229	10,000	-
Other ⁷			\$66,000	\$99,539	120,500	54,500
Total Earned Revenue	4,995,752	\$4,508,230	\$4,382,371	\$4,182,775	\$4,878,290	495,920
Contributed Revenue						
Individual			\$390,000	\$432,131	450,000	60,000
Board			\$199,000	\$270,012	250,000	51,000
Corporations			\$114,000	\$141,903	159,200	45,200
Government			\$810,148	\$967,604	960,840	150,692
Foundations			\$373,700	\$755,907	320,550	(53,150)
Events			\$105,010	\$85,654	200,000	94,990
Total Contributed Revenue	2,359,100	\$1,883,666	\$1,991,858	\$2,653,211	\$2,340,590	348,732
Total Income	7,354,852	\$6,391,896	\$6,374,228	\$6,835,986	\$7,218,880	844,652

Expense

Administration			\$1,136,389	\$1,012,566	\$1,142,226	5,837
Artistic			\$746,250	\$793,755	\$799,057	52,807
Communications and Marketing			\$664,800	\$684,668	\$670,951	6,151
Development			\$46,422	\$49,296	\$117,150	70,728
Education			\$309,317	\$263,068	\$295,327	(13,990)
Production Total			\$2,000,508	\$1,871,870	\$1,999,755	(753)
Costumes			\$337,220	\$303,075	\$362,898	25,678
Music			\$43,924	\$24,465	\$9,526	(34,398)
Prod. Mgmt			\$185,118	\$165,710	\$172,001	(13,117)
Electrics			\$159,765	\$161,299	\$199,710	39,945
Hair/Makeup			\$105,578	\$101,321	\$102,082	(3,496)
Lead Staff			\$732,326	\$709,769	\$717,900	(14,426)
Props			\$91,950	\$90,490	\$103,428	11,477
Paint			\$95,061	\$85,252	\$90,490	(4,571)
Scenery			\$249,566	\$230,489	\$241,722	(7,844)
Full Time Labor and Benefits			\$1,894,969	\$1,848,745	\$2,113,862	218,893
Total Expense	7,446,948	\$7,302,715	\$6,798,654	\$6,523,968	\$7,138,328	339,674
Revenue Over/(Under) Exp.	-92,096	-\$910,819	-\$424,426	\$312,018	\$80,552	\$504,978

Notes

1. Ticket revenue and revenue from aged gift certs (\$15,000 estimate in 2019).
2. Backstage tours (\$10,000), rep magic (\$2,400), Words3 (\$6,000), Child Care (\$16K)
3. Revenue from education camps, touring production, High School Shakespeare Competition. Does not include unearned contributions for these events.
4. Revenue from gift shop in Randall L. Jones Theatre.
5. Revenue from sales of advertising space in Festival publications.
6. Fees from ticket exchanges and fees collected by company management and facilities.
7. Revenue from Chartwells (concessions), SUU Bookstore Gift Shop (\$18,000), AIF Transfer (\$0), Student Access Cards \$25,000, event resources \$2,000, \$75,500 compensation correction.